



NEWSLETTER

WEDNESDAY

JUNE 25TH

2025

Meet Your Umbrella Regional Representatives!

We are proud to introduce our current team of Umbrella Regional Reps — members who are helping us promote the network across their regions and bring in new quality agents:

Asia:

- Rizal Abdulla — AEO Freight (Diamond Sponsor)
- Niraj Deshpande — Brown Bull Logistics (Gold Sponsor)

Europe & Middle East:

- Gül — Kargotur, Turkey
- Sofiane Ali-Rachedi — DLS-SAS, France (T-Shirt Sponsor)

South America:

- Paulo Zandoná & Lucia Parodi — Hepa Logistics, Peru
- Elida Bottecchia — P1 Forwarding, Brazil

Pacific Region:

- Nick Lamport — CTI Logistics, Australia & New Zealand (Gold Sponsor)

What do our Regional Reps do?

- ✓ Promote Umbrella Freight Network in their regions
- ✓ Recommend strong, reliable agents
- ✓ Support onboarding of new members
- ✓ Encourage AGM attendance
- ✓ Share local market news with the group

We are grateful to all of them for their ongoing support!





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Industry News

Global Air Freight Demand Up 11% (May 2025 vs May 2024)

According to IATA, global demand for air cargo has grown by 11% year-on-year, led by increases in Asia-Pacific and Middle East markets. E-commerce remains a key driver.

Sea Freight Rates Climbing Again

Shippers have seen rates on Asia–Europe and Transpacific routes rising steadily through June, driven by vessel shortages and strong peak season bookings.
Members — plan accordingly!





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EARLY BIRD SPECIAL FOR THE AGM — BACK BY POPULAR DEMAND!

Thanks to the generous support of Rizal Abdulla from AEO Freight (Diamond Sponsor), we are happy to announce that the Early Bird Special for the 2025 AGM in Bangkok is now open again!

Book now to secure your place at this year's event — it promises to be the biggest and best yet!

SPONSORSHIP & AGM BOOK OPPORTUNITIES — STILL AVAILABLE!

There are still Silver Sponsorship slots available for this year's AGM in Bangkok. This is a great way to promote your company across the network and gain visibility at the event.

In addition, there is still space for full-page ads in the official AGM Book — which will be distributed to all attendees and used throughout the year.

If you are interested in either opportunity, please contact Francois.

Sponsors:



AEO Freight





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Expanding the Umbrella Freight Network – Member Recommendations Welcome!

Umbrella Freight Network continues to grow – and we are always looking to welcome the right partners into our trusted global community.

It's not just the role of our Regional Reps – every member is welcome to recommend strong, reliable agents that you know personally or work with. Many of our best members have joined through member recommendations!

We are currently focusing on expanding in the following key markets:

Europe:

-  Switzerland
-  Croatia
-  Slovenia
-  Hungary
-  Latvia
-  Lithuania
-  Finland
-  Greece

Middle East:

-  Saudi Arabia
-  Kuwait
-  Qatar
-  Oman
-  Bahrain
-  Yemen

If you know a trusted partner in any of these countries – or in another market where we are not yet represented – please contact Francois. Your recommendations are always appreciated and will help us to continue building a strong, global network.

Looking forward to seeing many of you at the AGM in Bangkok – and continuing to grow Umbrella together! 🚀



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AGM in Bangkok – 35 Members Already Registered!

Since announcing the AGM in Bangkok, hosted by IMEX Logistics, we're thrilled to share that 7 members have already secured their spots! They've taken advantage of the early bird discount, and we encourage everyone else to do the same before it expires at the end of February.

- ◆ **Date:** 31 October – 3 November 2025
- ◆ **Location:** Bangkok, Thailand
- ◆ **Why Attend?** Strengthen partnerships, expand business opportunities, and engage with fellow members in person!

If you haven't registered yet, don't miss out—secure your spot today!

Sponsors:



Reminders & Important Updates

- ✓ **Hotel Discount for AGM Attendees** – Special rates are available for 3 days before and 3 days after the AGM for those looking to extend their stay.
- ✓ **Looking for More Business?** – Engage with fellow members in the group chats and at our events to maximize your connections.
- ✓ **Exclusive Country Memberships Available** – If you know a trusted agent in a country where we don't yet have representation, invite them to apply!



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FEATURED MEMBER: PERU



This month, we are proud to feature HEPA Logistics, a leading freight forwarder representing Peru within the Umbrella Freight Network.

HEPA Logistics has built a strong reputation in the Peruvian and South American markets by providing reliable, customised logistics solutions across air, sea, and land transport. The company is known for its dedication to service quality, customer care, and strong partnerships – values that fit perfectly with the Umbrella Network.

Our main contact at HEPA is Paulo Zandoná Dias Junior, who also serves as one of Umbrella's Regional Representatives for South America. Paulo brings great energy, professionalism, and commitment to promoting the network in the region – and we greatly appreciate his efforts and support.

HEPA's dedication to trusted relationships and regional expertise makes them a valuable part of our growing global logistics community. We look forward to many more successful collaborations ahead!



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GETTING TO KNOW HEPA LOGISTICS - PERU



Can you start by introducing yourself and telling us a little about your company?:

I'm Paulo Zandona, and I run HEPA LOGISTICS SAC as COO and BD Manager. We work on FREIGHT FORWARDING market, and we love helping our partners and clients to get better results with logistics to/from Peru. It's been a fun journey since I started in 2007 in Brazil until move to Peru in 2025 to join HEPA as customers broker and freight forwarder, and we're always looking to connect with people who share our passion for this amazing business world.

When is your birthday?:

17 November



How long have you been in business?:

18 Years

How many employees do you have?:

10



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Company Overview



What initially brought you into the freight and logistics industry?:

My interest in the industry started early when I was 15 years old and my father started a customs broker company in Brazil, after he closed the business and I left the engineering university for BA course, I got in my uncle company a freight forwarding and started my journey with 19 years old and still on this road. Over time, I developed a passion for the complexity and fast-paced nature of this field, and faced a lot of challenges since I started as trainee in 2007 until I left as general manager in 2025 to joining Hepa as partner and COO of the company to help my partner Mrs Lucia Parodi, who also has the same amazing history and knowledge that I have in this market.



What are the key services your company provides, and what makes your business unique?:

Door-to-door service, customs broker specialized in military cargo, fresh and perishable shipments, break bulk and automotive.



Can you share a success story or significant milestone your company has achieved recently?:

Hepa is the freight forwarder and logistic responsible for the Peruvian army, so we have lot of AOG shipments, and also MILITARY TANKS, we recently brought for temporary import (fair) 02 military vehicules (1 tank and 1 car), stayed in Peru for 2 months, and after that we returned to origin country, helping not only with international logistics, also with national logistics to show the cars in lot of cities that army has basement.



Who invited you to join Umbrella or how did you find out about Umbrella?:

Mr Simon Gibbons from Agora Freight in Russia invited the Hepa CEO, Mrs Lucia Parodi.



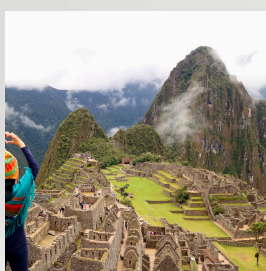
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Experience with Umbrella Freight Network



What motivated you to join the Umbrella Freight Network?:

The exclusivity per country and how its keeps in this way so far



How has being part of this network benefited your business so far?:

Closing business with countries before really hard, as UAE and RUSSIA



Can you share a specific instance where being part of Umbrella made a positive impact on your company?:

Selecting HEPA as regional representative of South America, so we can share this amazing news with our clients and partners



What do you value most about being part of a smaller, exclusive network like Umbrella Freight Network, compared to larger mega-networks?:

Exclusivity, reliable agents and close to the president to solve issues



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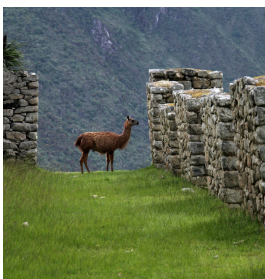
2025

Fun & Personal



Outside of work, what are some of your hobbies or interests that you'd like other members to know about?:

i am a pitmaster specialized in Brazilian and american bbq, gamer streaming and travel lover!



If you could describe your company's approach or philosophy in one sentence, what would it be?:

We believe in solving real problems through innovation and a deep understanding of our customers' needs and freight forwarding market.



What advice or insights would you share with new or prospective members of the Umbrella Freight Network?:

Don't think twice if the invitation arrives to you by any member, regional representative or the president! Jus fill the form and jump in this amazing networking!